Top 50 Banking Companies in Executive Pay

Based on 1984 Compensation

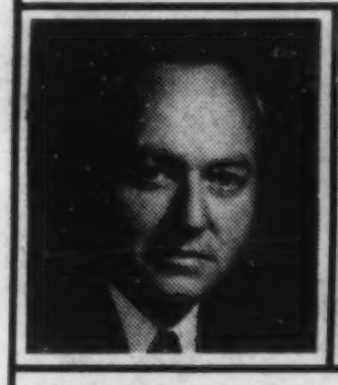
To Top Two Executives

Compiled by American Banker Copyright 1985

J.P. Morgan & Co., Inc.

Rank 1984: 1 — Rank 1983: 2

	Compensation	Earnings	Assets
1984	$1,793,875	$537.6	$64.1
1983	$1,569,576	$460.0	$58.0
Change	+ 14.3%	+ 16.9%	+ 10.5%



Lewis T. Preston, 58		Robert V. Lindsay, 59
Ch of HC & Morgan GuarantyTrust Co.		Pr of HC and the bank
$1,018,125	1984	$775,750
$895,456	1983	$674,120
+ 13.7%	Change	+ 15.1%
r,t	Notes	T,r,t

Chase Manhattan Corp.

Rank 1984: 4 — Rank 1983: 3

	Compensation	Earnings	Assets
1984	$1,527,599	$405.8	$86.9
1983	$1,428,313	$429.6	$81.9
Change	+ 7.0%	- 5.5%	+ 6.1%

Willard C. Butcher, 58		Thomas G. Labrecque,46
Ch & CEO of Chase Manhattan Bank NA		Pr & COO of the bank
$889,351	1984	638,248
$835,000	1983	593,313
+ 6.5%	Change	+ 7.6%
R	Notes	R

Manufacturers Hanover Corp.

Rank 1984: 7 — Rank 1983: 9

	Compensation	Earnings	Assets
1984	$1,375,799	$352.5	$75.7
1983	$1,283,924	$337.0	$64.3
Change	+ 7.2%	+ 4.6%	+ 17.7%

John F. McGillicuddy, 54		Harry Taylor, 58
Ch & CEO of HC and Manufacturers Han. Tr. Co.		Pr of HC and EVC of the bank
$828,434	1984	$547,365
$778,789	1983	$505,135
+ 6.4%	Change	+ 8.4%
R,r	Notes	R,r

Citicorp

Rank 1984: 2 — Rank 1983: 1

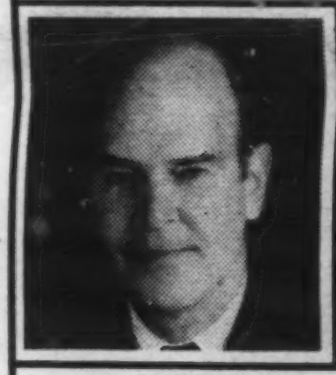
	Compensation	Earnings	Assets
1984	$1,633,667	$890.0	$150.6
1983	$1,938,420	$860.0	$134.7
Change	- 15.7%	+-3.5%	+ 11.8%

Walter B. Wriston, 65		John S. Reed, 46
Retired Ch of HC		Ch of HC
$928,800	1984	$704,867
$1,235,267	1983	$703,153
- 24.8%	Change	+ 0.2%
R,r	Notes	R,T,r,t

Bankers Trust New York Corp.

Rank 1984: 5 — Rank 1983: 6

	Compensation	Earnings	Assets
1984	$1,460,600	$306.8	$45.2
1983	$1,330,200	$256.9	$40.0
Change	+ 9.8%	+ 19.4%	+ 13.0%



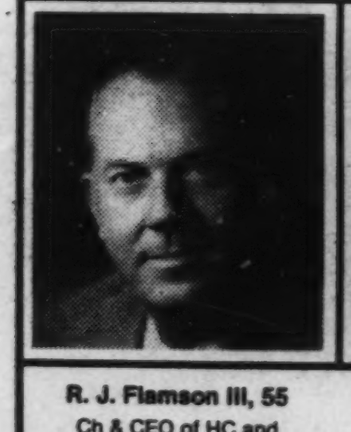
Alfred Brittain III, 62		Carl M. Mueller, 64
Ch of HC and Bankers Trust Co.		VC of HC and the bank
$842,400	1984	618,200
$746,100	1983	584,100
+ 12.9%	Change	+ 5.8%
R,T,r	Notes	R,T,r

John R. Torrell III, 45	
EVC of HC and Pr of the bank	
1984	547,365
1983	505,135
Change	+ 8.4%
Notes	R,r

Security Pacific Corp.

Rank 1984: 3 — Rank 1983: 7

	Compensation	Earnings	Assets
1984	$1,579,900	$291.0	$46.1
1983	$1,317,200	$264.3	$40.4
Change	+ 19.9%	+ 10.1%	+ 14.2%



R. J. Flamson III, 55		George F. Moody, 54
Ch & CEO of HC and Security Pacific National Bank		Pr & COO of HC and of the bank
$919,500	1984	$660,400
$787,500	1983	$529,700
+ 16.8%	Change	+ 24.7%
R,T,r,s,t	Notes	R,T,r,s,t

Chemical New York Corp.

Rank 1984: 6 — Rank 1983: 4

	Compensation	Earnings	Assets
1984	$1,433,541	$340.8	$52.2
1983	$1,350,372	$305.6	$51.2
Change	+ 6.2%	+ 11.5%	+ 2.1%

Walter V. Shipley, 49		Richard K. LeBlond, II, 64
Ch & CEO of HC and Chemical Bank		VC of HC
$806,338	1984	$627,203
$540,000	1983	--------
+ 49.3%	Change	------

First Interstate Bancorp.

Rank 1984: 8 — Rank 1983: 10

	Compensation	Earnings	Assets
1984	$1,358,010	$276.3	$45.5
1983	$1,252,788	$247.4	$44.4
Change	+ 8.4%	+ 11.7%	+ 2.5%

J. J. Pinola, 59		George E. Rothell, 54
Ch & CEO of HC		Pr of HC
$904,985	1984	$453,025
$780,693	1983	--------
+ 15.9%	Change	------
R,T,r,s	Notes	R

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Crocker National Corp.

Rank 1984: 9 Rank 1983: 55

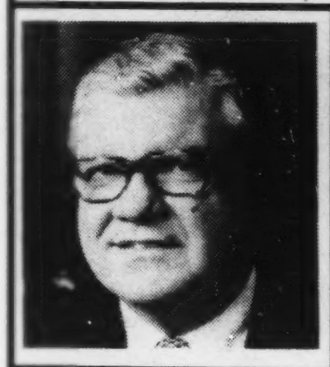
	Compensation	Earnings	Assets
1984	$1,326,077	($324.4)	$22.3
1983	$632,767	($10.4)	$23.4
Change	+ 109.6%	----	- 4.7%

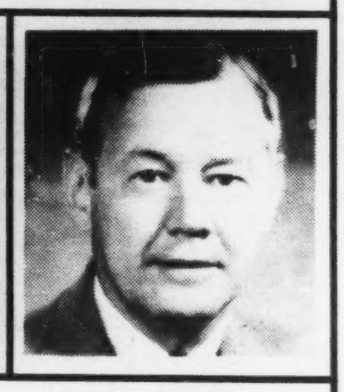
Frank V. Cahouet, 52		Richard M. Rosenberg,54
Ch & Pr of HC & Ch of Crocker National Bank		VC of HC and the bank
$754,539	1984	$607,538
--------	1983	--------
-----	Change	------
G,R	Notes	G

PNC Financial Corp.

Rank 1984: 12 Rank 1983: 18

	Compensation	Earnings	Assets
1984	$1,166,900	$143.2	$14.9
1983	$977,386	$117.0	$12.2
Change	+ 19.4%	+ 22.3%	+ 21.4%





Merle E. Gilliand, 63		Roger S. Hillas, 57
Ch & CEO of HC and CEx of Pittsburgh Natl Bk		Pr of HC and Ch & CEO of Provident Natl Bk
$685,702	1984	$481,198
$579,886	1983	$397,500
+ 18.2%	Change	+ 21.1
R	Notes	R,r,t

BankAmerica Corp.

Rank 1984: 15 Rank 1983: 13

	Compensation	Earnings	Assets
1984	$1,131,250	$345.5	$117.7
1983	$1,131,250	$390.5	$121.2
Change	0.0%	- 11.5%	- 2.9%

Samuel H. Armacost, 45		Leland S. Prussia, 56
Pr & CEO of HC and of Bank of America NT&SA		Ch of HC and the bank
$628,750	1984	$502,500
$628,750	1983	$502,500
0.0%	Change	0.0%
R,r	Notes	R,r

Wells Fargo & Co.

Rank 1984: 10 Rank 1983: 20

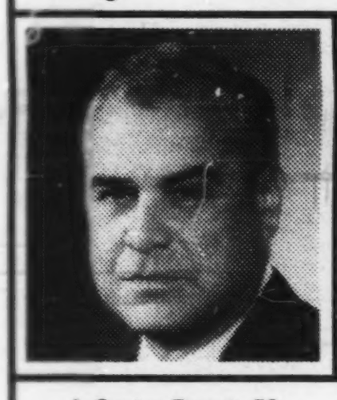
	Compensation	Earnings	Assets
1984	$1,248,334	$169.3	$28.2
1983	$930,000	$154.9	$27.0
Change	+ 34.2%	+ 9.3%	+ 4.3%

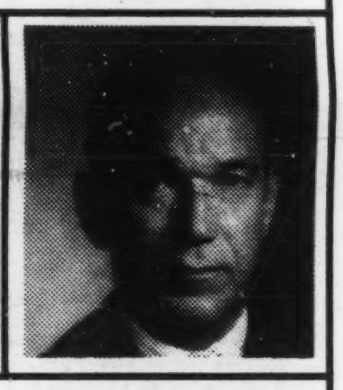
Carl E. Reichart, 53		Paul Hazen, 43
Ch of HC		Pr of HC
$775,000	1984	$473,334
$590,000	1983	--------
+ 31.4%	Change	------
R,T,t	Notes	R

Bank of New York Co., Inc.

Rank 1984: 13 Rank 1983: 14

	Compensation	Earnings	Assets
1984	$1,141,887	$107.5	$15.2
1983	$1,110,165	$90.6	$12.8
Change	+ 2.9%	+ 18.7%	+ 18.4%



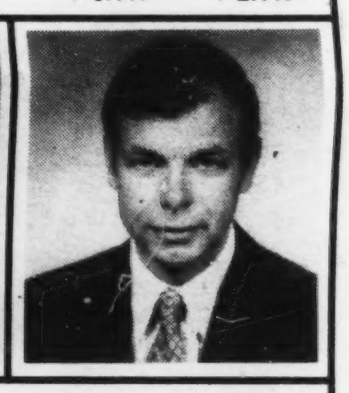


J. Carter Bacot, 52		Peter Herrick, 58
Ch & CEO of HC & Bank of New York		Pr of HC and Pr & COO of the bank
$679,958	1984	$461,929
$672,199	1983	$437,966
+ 1.2%	Change	+ 5.5%
R		
R	Notes	

Irving Bank Corp.

Rank 1984: 16 Rank 1983: 5

	Compensation	Earnings	Assets
1984	$1,121,500	$98.1	$19.0
1983	$1,332,375	$92.5	$18.6
Change	- 15.8%	+ 6.1%	+ 2.1%

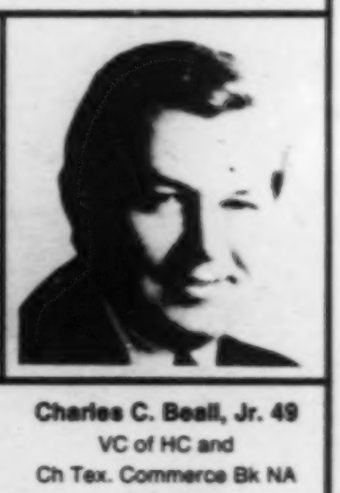


Joseph A. Rice, 60		Samuel F. Chevalier, 50
Ch & CEO of HC and Irving Trust Co.		Pr of HC and VC of the bank
$722,750	1984	$398,750
$571,125	1983	--------
+ 26.5%	Change	------

Texas Commerce Bancshares

Rank 1984: 11 Rank 1983: 11

	Compensation	Earnings	Assets
1984	$1,241,900	$183.3	$20.7
1983	$1,146,800	$177.0	$19.5
Change	+ 8.3%	+ 3.6%	+ 6.3%

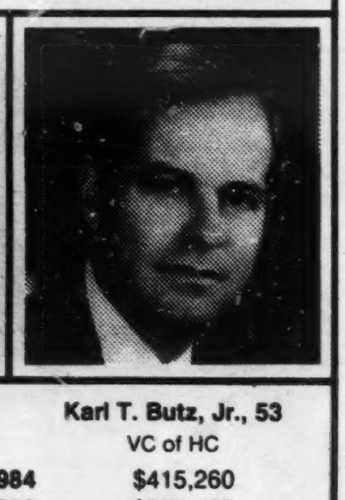


Ben F. Love, 60		Charles C. Beall, Jr. 49
Ch & CEO of HC		VC of HC and Ch Tex. Commerce Bk NA
$774,000	1984	$467,900
$713,300	1983	$433,500
+ 8.5%	Change	+ 7.9%

MCorp.

Rank 1984: 14 Rank 1983: 29

	Compensation	Earnings	Assets
1984	$1,141,869	$107.7	$20.7
1983	$846,101	$100.4	$11.9
Change	+ 35.0%	+ 7.3%	+ 74.2%

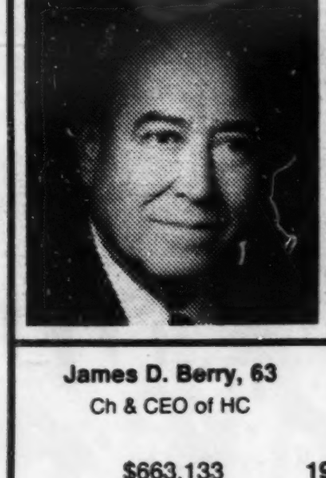


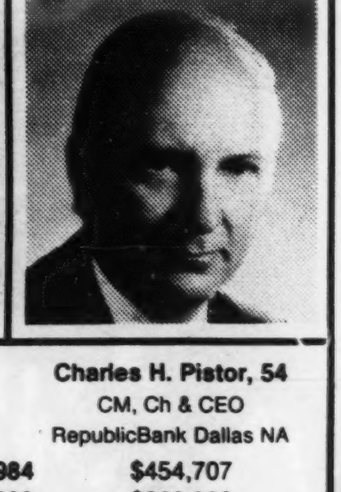
Gene H. Bishop, 55		Karl T. Butz, Jr., 53
Ch & CEO of HC		VC of HC
$726,609	1984	$415,260
$475,613	1983	$370,488
+ 52.8%	Change	+ 12.1%
R,r	Notes	R,r

RepublicBank Corp.

Rank 1984: 17 Rank 1983: 26

	Compensation	Earnings	Assets
1984	$1,117,840	$137.3	$21.6
1983	$872,550	$130.2	$19.1
Change	+ 28.1%	+ 5.5%	+ 13.2





James D. Berry, 63		Charles H. Pistor, 54
Ch & CEO of HC		CM, Ch & CEO RepublicBank Dallas NA
$663,133	1984	$454,707
$509,250	1983	$363,300
+ 30.2%	Change	+ 25.2%
R	Notes	R

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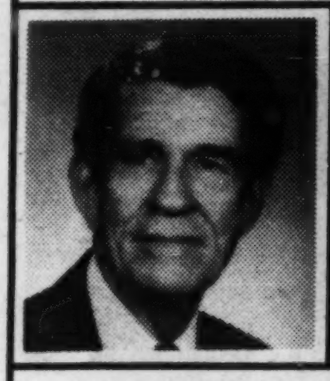
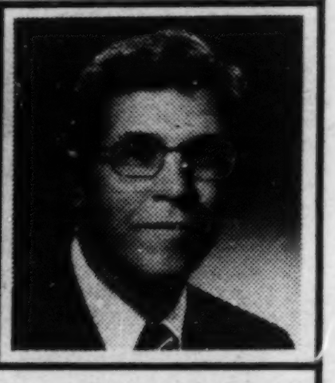
First Union Corp.

Rank 1984: 18 Rank 1983: 16

	Compensation	Earnings	Assets
1984	$1,084,854	$80.0	$7.3
1983	$1,006,662	$58.5	$6.8
Change	+ 7.8%	+ 36.8%	+ 7.6%





C.C. Cameron, 65
Ch of HC

$579,119	1984	$505,735
$582,446	1983	$424,216
- 0.6%	Change	+ 19.2%
T,r,t	Notes	R

Edward E. Crutchfield, Jr., 43
Pr & CEO of HC

Mellon Bank Corp.

Rank 1984: 21 Rank 1983: 12

	Compensation	Earnings	Assets
1984	$1,047,500	158.5	$30.6
1983	$1,143,107	183.8	$26.4
Change	- 8.4%	- 13.8%	+ 15.8%

J. David Barnes, 55
Pr and CEO of HC and Ch and CEO of Mellon Bank NA

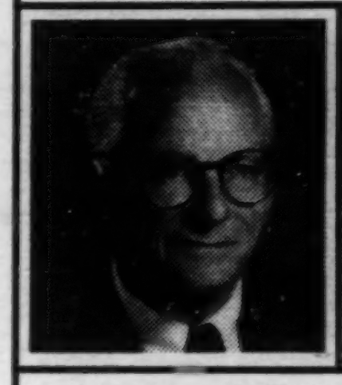
$640,000	1984	$407,500
$695,490	1983	$447,617
- 8.0%	Change	- 9.0%
R,r	Notes	R,r,t

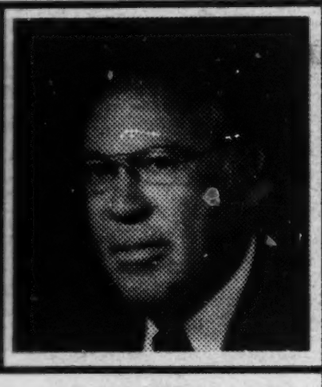
George T. Farrell, 54
VC of HC and Pr of the bank

National City Corp.

Rank 1984: 24 Rank 1983: 31

	Compensation	Earnings	Assets
1984	$989,700	$65.9	$12.4
1983	$834,050	$48.1	$6.6
Change	+ 18.7%	+ 37.1%	+ 87.9%





Julien L. McCall, 64
Ch of HC

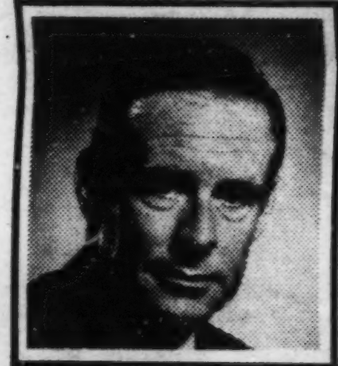
$586,800	1984	$402,900
$474,500	1983	$359,550
+ 23.7%	Change	+ 12.1%
R,r,t	Notes	R,T,r,t

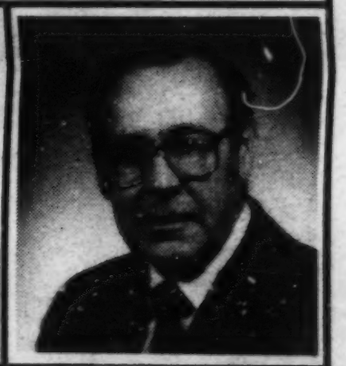
J. Robert Killpack, 62
Pr of HC

NBD Bancorp., Inc.

Rank 1984: 19 Rank 1983: 23

	Compensation	Earnings	Assets
1984	$1,070,474	$94.5	$14.2
1983	$895,260	$81.7	$13.2
Change	+ 19.6%	+ 15.7%	+ 7.5%





Charles T. Fisher, III, 55
Ch & Pr of Nat'l Bank of Detroit

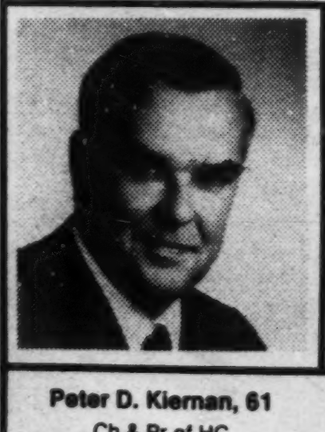
$658,790	1984	$411,684
$552,727	1983	--------
+ 19.2%	Change	----

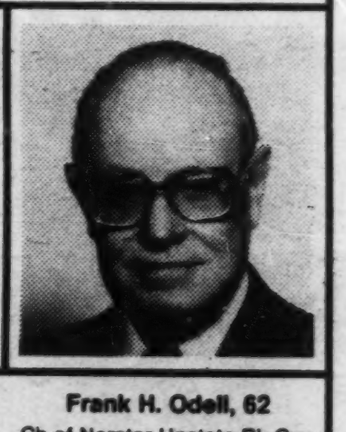
Joseph G. Conway, 64
VC of HC

Norstar Bancorp Inc.

Rank 1984: 20 Rank 1983: 25

	Compensation	Earnings	Assets
1984	$1,054,515	$77.3	$7.9
1983	$873,437	$58.3	$5.4
Change	+ 20.7%	+ 32.5%	+ 47.8%





Peter D. Kiernan, 61
Ch & Pr of HC

$634,525	1984	$419,990
$502,917	1983	$370,520
+ 26.2%	Change	+ 13.4%

Frank H. Odell, 62
Ch of Norstar Upstate Bk Grp; Pr Norstar Bk of Upstate NY

Norwest Corp.

Rank 1984: 22 Rank 1983: 30

	Compensation	Earnings	Assets
1984	$1,007,780	$69.5	$21.3
1983	$836,625	$125.2	$19.9
Change	+ 20.5%	- 44.5%	+ 7.5%

Richard S. Levitt, 54
VC of HC

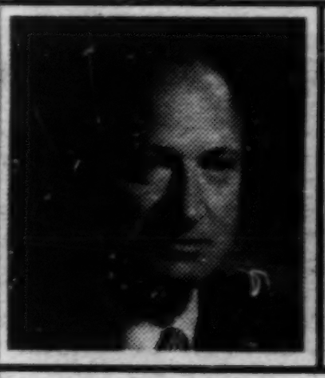
$651,780	1984	$356,000
$502,292	1983	$334,333
+ 29.8%	Change	+ 6.5%
r	Notes	T,r,t

John W. Morrison, 63
Ch and CEO of HC

Union Bancorp (#)

Rank 1984: 25 Rank 1983: 34

	Compensation	Earnings	Assets
1984	$987,034	$44.4	$8.4
1983	$807,153	$38.6	$8.1
Change	+ 22.3%	+ 15.0%	+ 3.7%



John F. Harrington, 59
Ch & CEO of HC

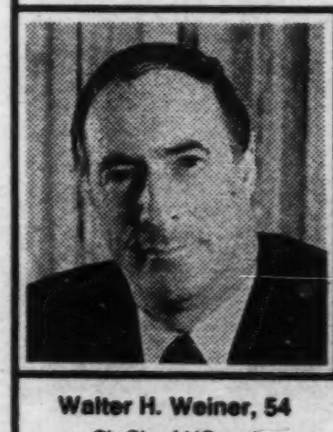
$648,213	1984	$338,821
$518,265	1983	$288,888
+ 25.1%	Change	+ 17.3%

John M. Heidt, 53
Pr of HC

Republic New York Corp.

Rank 1984: 23 Rank 1983: 22

	Compensation	Earnings	Assets
1984	$1,007,651	$96.5	$12.4
1983	$906,560	$84.7	$10.1
Change	+ 11.2%	+ 14.0%	+ 22.4%



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Walter H. Weiner, 54
Ch Ch of HC and Pr of Republic Nat'l Bk

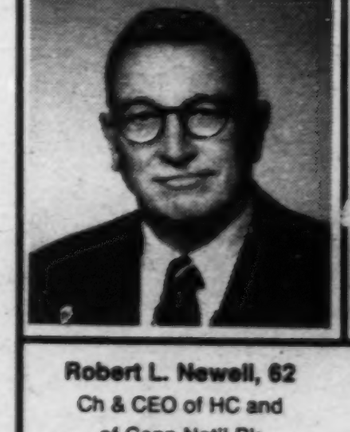
$528,751	1984	$478,900
$529,110	1983	$377,450
- 0.1%	Change	+ 26.9%

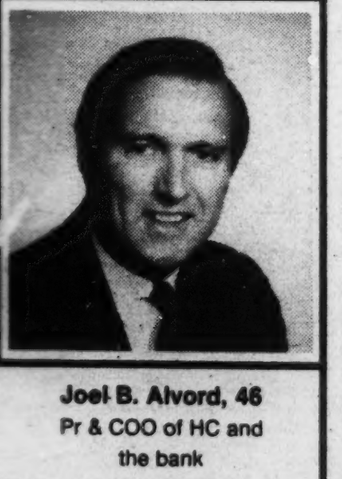
Jashua S. Yedid, 59
VC of HC and the bank

Hartford National Corp.

Rank 1984: 26 Rank 1983: 41

	Compensation	Earnings	Assets
1984	$945,030	$58.6	$6.2
1983	$759,355	$38.4	$4.7
Change	+ 24.5%	+ 52.6%	+ 32.4%





Robert L. Newell, 62
Ch & CEO of HC and of Conn Nat'l Bk

$514,630	1984	$430,400
$426,409	1983	$332,946
+ 20.7%	Change	+ 29.3%
R,T,r,t	Notes	R,T,r,t

Joel B. Alvord, 46
Pr & COO of HC and the bank

Top 50 Banking Companies in Executive Pay

Based on 1984 Compensation

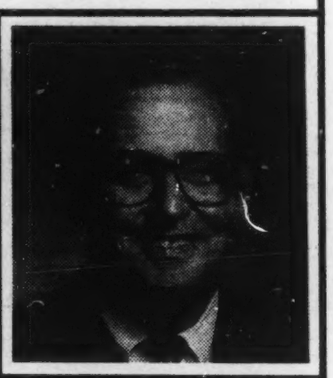
To Top Two Executives

Compiled by American Banker Copyright 1985

Natwest Holdings, Inc.

Rank 1984: 27 — Rank 1983: 37

	Compensation	Earnings	Assets
1984	$930,000	$40.1	$8.7
1983	$784,000	$25.3	$7.5
Change	+ 18.6%	+ 58.1%	+ 16.8%



William T. Knowles, 50
Pr & CEO of National Westminster Bank USA

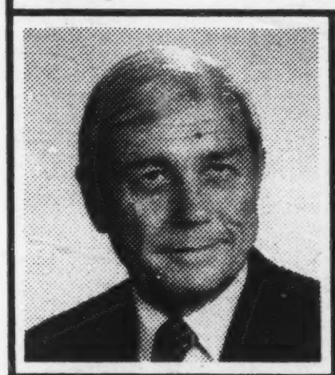
Robert Wallace, 51
VC & COO of the bank

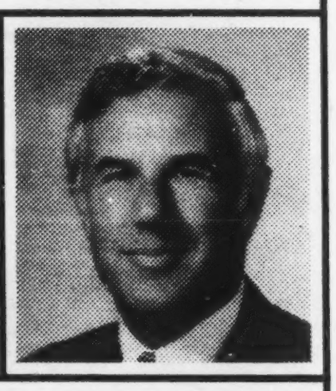
$530,000	1984	$400,000
$448,000	1983	$336,000
+ 18.3%	Change	+ 19.0%
	Notes	

Sovran Financial Corp.

Rank 1984: 30 — Rank 1983: 44

	Compensation	Earnings	Assets
1984	$892,273	$80.2	$8.3
1983	$707,405	$65.5	$7.2
Change	+ 26.1%	+ 22.5%	+ 15.3%





C. A. Cutchins, III, 61
Ch & CEO of HC and Sovran Bk NA, Richmond

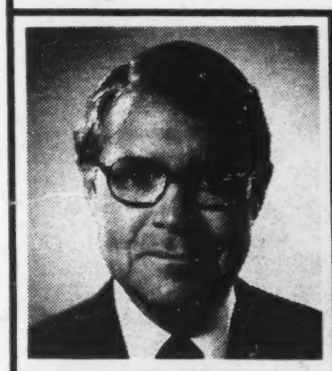
C. Coleman McGehee, 60
Pr & COO of HC and the bank

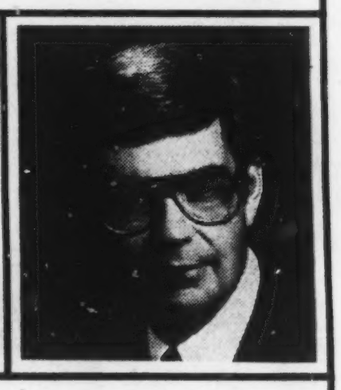
$481,576	1984	$410,697
$369,811	1983	$337,594
+ 30.2%	Change	+ 21.7%
R,T,r	Notes	R,T,r,t

First Bank System, Inc.

Rank 1984: 33 — Rank 1983: 21

	Compensation	Earnings	Assets
1984	$875,000	$131.1	$22.4
1983	$914,171	$129.7	$20.9
Change	- 4.3%	+ 1.0%	+ 7.5%





G. H. Dixon, 64
Ch & CEO of HC

D. E. Evans, 46
VC of HC and Ch of FNB, Minneapolis and FNB, St. Paul

$440,000	1984	$435,000
$519,348	1983	--------
- 15.3%	Change	-------
R,r	Notes	R,T

Midlantic Banks, Inc.

Rank 1984: 28 — Rank 1983: 32

	Compensation	Earnings	Assets
1984	$915,125	$65.0	$7.2
1983	$821,820	$48.9	$6.4
Change	+ 11.4%	+ 33.1%	+ 11.9%

Robert Van Buren, 59
Ch & CEO of HC

George E. Stock, 63
Pr of HC

$605,250	1984	$309,875
$541,250	1983	$280,570
+ 11.8%	Change	+ 10.4%
r,t	Notes	r,t

CoreStates Financial Corp.

Rank 1984: 31 — Rank 1983: 38

	Compensation	Earnings	Assets
1984	$883,000	$104.5	$9.8
1983	$781,500	$85.4	$8.6
Change	+ 13.0%	+ 22.3%	+ 14.7%

G. Morris Dorrance, Jr., 62
Ch & CEO of HC

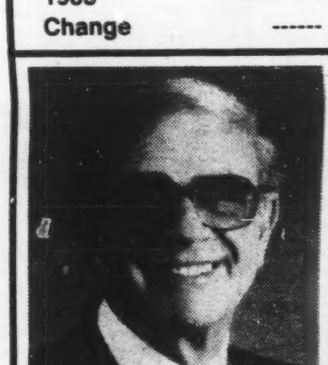
Frederick Helding, 60
DCh of HC

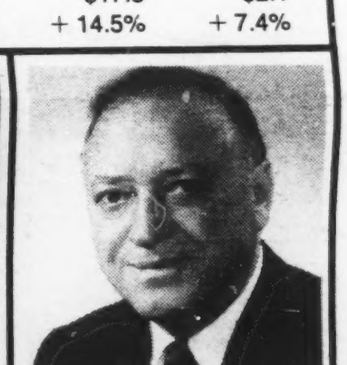
$519,000	1984	$364,000
$445,700	1983	$335,800
+ 16.4%	Change	+ 8.4%
r,t	Notes	r,t

City National Corp.

Rank 1984: 34 — Rank 1983: --

	Compensation	Earnings	Assets
1984	$857,000	$19.8	$2.2
1983	----------	$17.3	$2.1
Change	------	+ 14.5%	+ 7.4%





B. Goldsmith, 62
Ch & CEO of HC and City Nat'l Bank, Beverly Hills

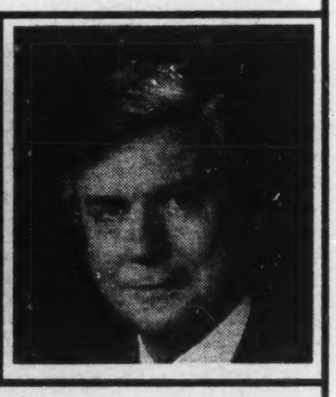
W. Olsen,66
VC & Pr of HC and the bank

$641,000	1984	$216,000
--------	1983	--------
-------	Change	------

Continental Illinois Corp.

Rank 1984: 29 — Rank 1983: 19

	Compensation	Earnings	Assets
1984	$905,000	($1,087.0)	$30.4
1983	$972,357	$101.2	$42.1
Change	- 6.9%	----	- 27.8%



William S. Ogden, 57
Pr of HC and Ch & CEO of Continental Illinios NB&T Co.

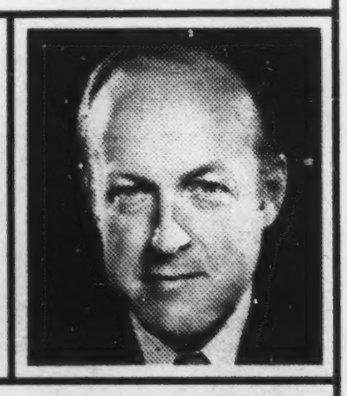
David G. Taylor, 62
VC of the bank

$600,000	1984	$305,000
--------	1983	--------
------	Change	------
G,R	Notes	P,R

First Chicago Corp.

Rank 1984: 32 — Rank 1983: 8

	Compensation	Earnings	Assets
1984	$879,119	$86.4	$39.8
1983	$1,301,736	$183.5	$36.3
Change	- 32.5%	- 52.9%	+ 9.7%



Barry F. Sullivan, 54
Ch of HC and First National Bank

Richard L. Thomas, 54
Pr of HC and the bank

$522,989	1984	$356,130
$742,199	1983	$559,537
- 29.5%	Change	- 36.4%
R,r	Notes	R,r

Rainier Bancorp.

Rank 1984: 35 — Rank 1983: 40

	Compensation	Earnings	Assets
1984	$843,425	$61.4	$7.8
1983	$761,264	$47.2	$6.4
Change	+ 10.8%	+ 30.0%	+ 21.0%

G. Robert Truex, Jr., 60
Ch of HC & Rainier Nat'l Bank

John D. Mangels, 58
Pr of HC and the bank

$524,419	1984	$319,006
$476,695	1983	$284,569
+ 10.0%	Change	+ 12.1%
R,r	Notes	R,T,r

Top 50 Banking Companies in Executive Pay

Based on 1984 Compensation

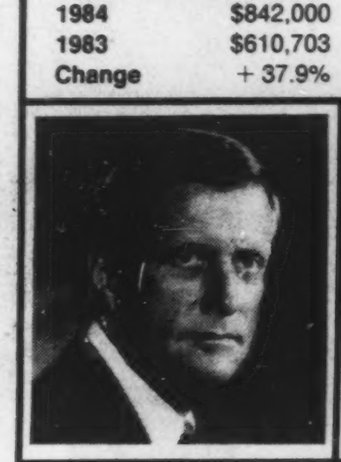
To Top Two Executives

Compiled by American Banker Copyright 1985

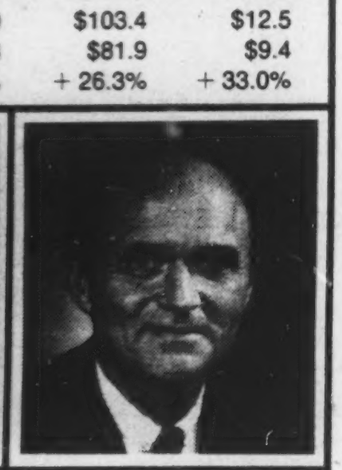
Barnett Banks of Fla., Inc.

Rank 1984: 36 Rank 1983: 61

	Compensation	Earnings	Assets
1984	$842,000	$103.4	$12.5
1983	$610,703	$81.9	$9.4
Change	+ 37.9%	+ 26.3%	+ 33.0%

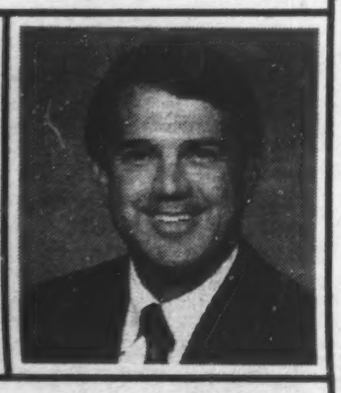


Charles E. Rice, 49
Ch, Pr, & CEO of HC
$542,000 (1984) $300,000
$394,378 (1983) --------
+ 37.4% (Change) ----
R,r (Notes) R

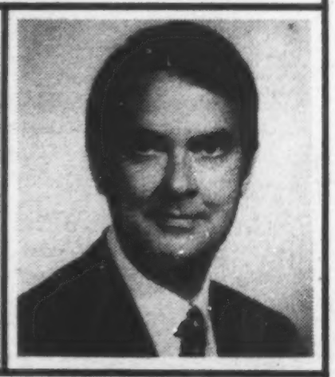


Albert E. Ernst, Jr., 54
VC of HC

Earl B. Hadlow, 60
VC of HC
$300,000 (1984) $300,000
-------- (1983) --------
---- (Change) ----
G,R (Notes) R



Allen E. Lastinger, 42
VC of HC

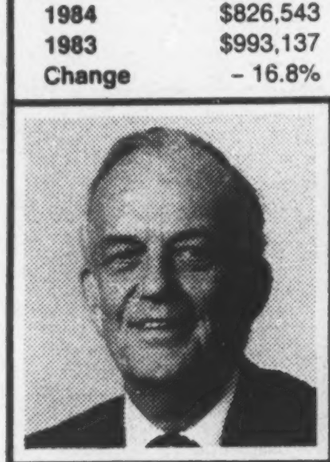


Thomas H. Jacobson, 45
VC of HC
1984 $300,000
1983 216,325
Change + 38.7%
Notes R,r

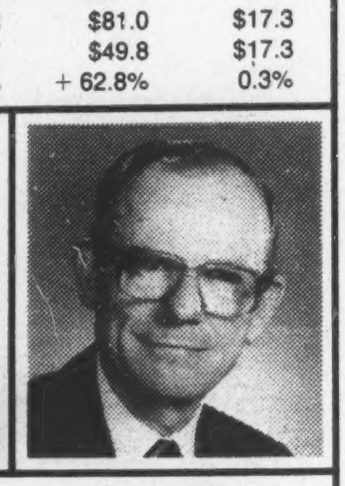
First City Bancorp. of Texas

Rank 1984: 38 Rank 1983: 17

	Compensation	Earnings	Assets
1984	$826,543	$81.0	$17.3
1983	$993,137	$49.8	$17.3
Change	- 16.8%	+ 62.8%	0.3%



J. A. Elkins, Jr., 66
SrCh & CEO of HC
$441,381 (1984) $385,162
$534,988 (1983) $458,149
- 17.5% (Change) - 15.9%
R (Notes) R

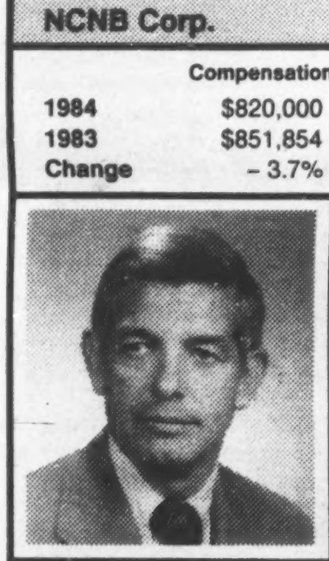


Nat S. Rogers, 65
Ch of HC

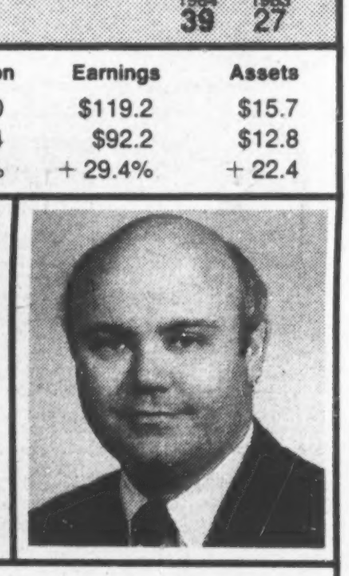
NCNB Corp.

Rank 1984: 39 Rank 1983: 27

	Compensation	Earnings	Assets
1984	$820,000	$119.2	$15.7
1983	$851,854	$92.2	$12.8
Change	- 3.7%	+ 29.4%	+ 22.4



Hugh L. McColl, Jr., 49
Ch & CEO of HC;
NCNB Nat'l Bk, Charolotte; and
and NCNB Natl Bk, Tampa
$522,500 (1984) $297,500
$413,333 (1983) --------
+ 26.4% (Change) --------
r (Notes)



Francis B. Kemp, 44
EVP of HC

Banc One Corp.

Rank 1984: 40 Rank 1983: 28

	Compensation	Earnings	Assets
1984	$817,944	$108.0	$9.1
1983	$847,608	$83.3	$7.3
Change	- 3.5%	+ 29.7%	+ 25.2%

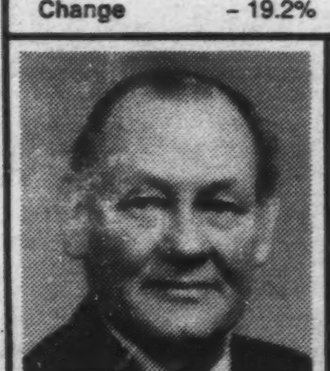
John B. McCoy, 41
Pr of HC
$414,234 (1984) $403,710
-------- (1983) $353,441
-------- (Change) + 14.2%
R (Notes)
R

John F. Havens, 58
Ch of HC

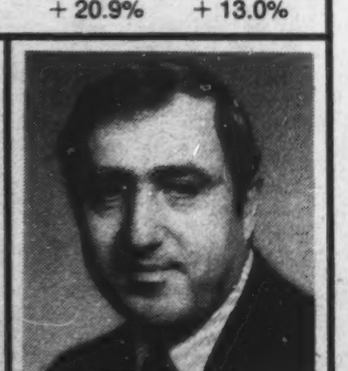
Bank of Boston Corp.

Rank 1984: 37 Rank 1983: 15

	Compensation	Earnings	Assets
1984	$826,608	$164.1	$22.1
1983	$1,022,653	$135.7	$19.5
Change	- 19.2%	+ 20.9%	+ 13.0%



William L. Brown, 62
Ch of HC and
and First Nat'l Bk, Boston
$542,477 (1984) $284,131
$514,990 (1983) --------
+ 5.3% (Change) -----



Ira Stepanian, 48
Pr of HC and the bank

Comerica, Inc.

Rank 1984: 41 Rank 1983: 43

	Compensation	Earnings	Assets
1984	$817,186	$56.9	$9.6
1983	$710,054	$48.7	$8.6
Change	+ 15.1%	+ 16.8%	+ 12.6%

Donald R. Mandich, 59
Ch & CEO of HC and
Comerica Bk-Detroit
$478,315 (1984) $338,871
$422,060 (1983) $287,994
+ 13.3% (Change) + 17.7%
R,r (Notes) R,r

Eugene A. Miller, 47
Pr & CAO of HC
and the bank

Citizens & Southern Ga. Corp.

Rank 1984: 42 Rank 1983: 35

	Compensation	Earnings	Assets
1984	$815,976	$72.4	$8.0
1983	$793,101	$57.9	$6.9
Change	+ 2.9%	+ 25.1%	+ 15.8%

Bennett A. Brown, 55
Ch & CEO of HC
& Cit. & So. Natl Bk, Atlanta
$468,153 (1984) $347,823
$436,613 (1983) $356,488
+ 7.2% (Change) - 2.4%
R,T,t (Notes) R,T,t

John W. McIntyre, 54
VC of HC &
Pr of bank

Marine Midland Banks, Inc.

Rank 1984: 43 Rank 1983: 33

	Compensation	Earnings	Assets
1984	$811,845	$90.4	$22.1
1983	$814,075	$101.1	$22.9
Change	- 0.3%	- 10.6%	- 3.65%

John R. Petty, 54
Ch & CEO of HC &
Marine Midland Bank NA
$511,980 (1984) $299,865
$519,480 (1983) $294,595
- 1.4% (Change) + 1.8%
r (Notes) r

Richard C. Keller, 47
SEVP of HC and
the bank

Top 50 Banking Companies in Executive Pay

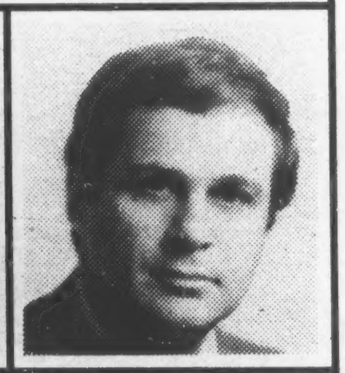
Based on 1984 Compensation To Top Two Executives

Compiled by American Banker Copyright 1985

Fleet Financial Group, Inc.

Rank 1984: 44 — Rank 1983: 50

	Compensation	Earnings	Assets
1984	$808,250	$65.0	$5.7
1983	$671,615	$52.0	$5.7
Change	+ 20.3%	+ 25.0%	0.2%



J. Terrence Murray, 45		Robert L. Mushkin, 45
Ch & Pr of HC		SVP of HC
$540,000	1984	$268,250
$435,769	1983	$235,846
+ 23.9%	Change	+ 13.7%
R,T,r,t	Notes	R,r

Wachovia Corp.

Rank 1984: 47 — Rank 1983: 45

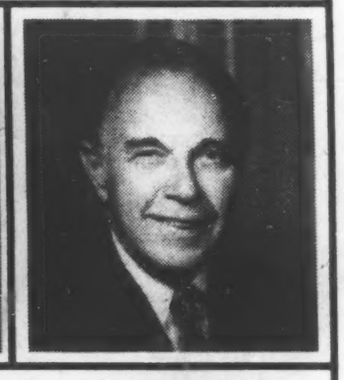
	Compensation	Earnings	Assets
1984	$783,030	$100.3	$8.7
1983	$706,575	$84.6	$7.9
Change	+ 10.8%	+ 18.6%	+ 11.0%

John G. Medlin, 51		Hans W. Wanders, 59
Pr & CEO of HC & Wachovia Bk & Tr Co., NA		Ch of HC and bank
$525,530	1984	$257,500
$470,900	1983	$235,675
+ 11.6%	Change	+ 9.3%
T,t	Notes	T,t

Meridian Bancorp., Inc.

Rank 1984: 50 — Rank 1983: 57

	Compensation	Earnings	Assets
1984	$767,028	$41.3	$5.5
1983	$626,057	$32.3	$3.7
Change	+ 22.5%	+ 28.1%	+ 47.4%

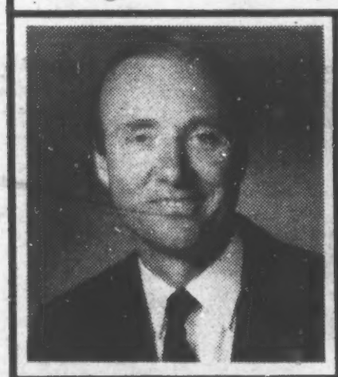


Samuel A. McCullough, 46		Harold F. Still, Jr., 61
Pr & CEO of HC and CEO of Amer. B&T Co, Reading		Ch of HC and Ch & CEO of Central Penn NB, Philadelphia
$429,588	1984	$337,440
$358,420	1983	$267,637
+ 19.9%	Change	+ 26.1
R	Notes	R

Huntington Bancshares, Inc.

Rank 1984: 45 — Rank 1983: 65

	Compensation	Earnings	Assets
1984	$791,800	$43.7	$5.6
1983	$598,338	$24.5	$5.4
Change	+ 32.3%	+ 78.1%	+ 2.7%

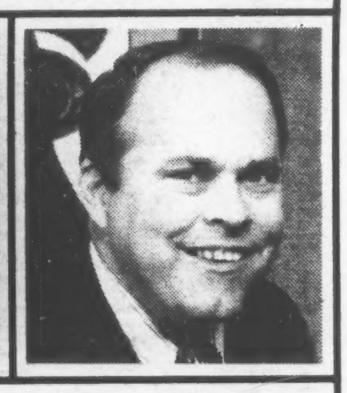


Frank Wobst, 51		Zuheir Sofia, 40
Ch, Pr, & CEO of HC and Huntington NB, Columbus; and Huntington NB of NE Ohio		Pr, Tr & SVP of HC and VC of Huntington NB, Columbus
$516,150	1984	$275,650
$382,902	1983	--------
+ 34.8%	Change	-------
R,T,r,t	Notes	R

First Hawaiian, Inc.

Rank 1984: 48 — Rank 1983: 49

	Compensation	Earnings	Assets
1984	$771,179	$24.2	$2.8
1983	$681,445	$21.1	$2.6
Change	+ 13.2%	+ 15.0%	+ 6.4



John D. Bellinger, 61		Walter A. Dods, Jr., 43
Ch, CEO & Pr of HC & Ch & CEO of First Hawaiian Bk.		EVP of HC & bank
$514,636	1984	$256,543
$450,176	1983	--------
+ 14.3%	Change	-------

Trust Company of Georgia

Rank 1984: 46 — Rank 1983: 80

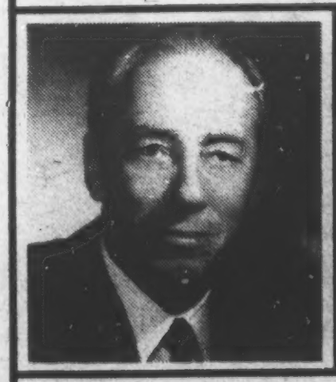
	Compensation	Earnings	Assets
1984	$790,500	$89.2	$6.2
1983	$522,500	$73.0	$4.8
Change	+ 51.3%	+ 22.2%	+ 27.1%

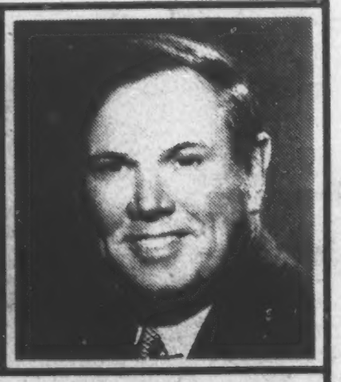
Robert Strickland, 58		James B. Williams, 51
Ch & CEO of HC		Pr of HC
$433,500	1984	$357,000
$286,000	1983	$236,500
+ 51.6%	Change	+ 51.0%
R;T	Notes	R,T,r,t

Mercantile Bancorp., Inc.

Rank 1984: 49 — Rank 1983: 46

	Compensation	Earnings	Assets
1984	$768,593	$46.1	$5.9
1983	$705,763	$41.5	$5.5
Change	+ 8.9%	+ 10.9%	+ 7.4%





Donald E. Lasater, 59		Neal J. Farrell, 52
Ch & CEO of HC & Ch of Mercantile Trust Co.		VC of HC & CEO of the bank
$456,536	1984	$312,057
$425,766	1983	$279,997
+ 7.2%	Change	+ 11.5
R,T	Notes	R,T

FOOTNOTES

Executive remuneration, as defined by American Banker, is total compensation — whether current or deferred — paid or credited for services during the year to the two highest paid officers of the organization.

Excluded are the following: pension plan payments; retirement plan payments or accruals; stock options exercised; stock appreciation rights; and contingent long-term bonus payments which are based on the company's performance for a period greater than one year.

The American Banker ranking is based on total remuneration paid to the top two executives of the company. The corporation's rankings for both 1984 and 1983 are shown to the right of the corporation's name. Total remuneration for the top two executives, for both 1984 and 1983, is reported to the nearest dollar in the column entitled "Compensation". The compensation paid for executives number one and number two for both 1984 and 1983 appear beneath their respective pictures.

The column labeled "Earnings" represents the net income of the corporation for 1984 and for 1983. Earnings are reported in millions of dollars. The 1983 net income figure is the figure reported by the corporation in 1984 and has not been revised for mergers or changes in accounting principles.

The column labed "Assets" are the total yearend assets of the corporation in billions of dollars. Again, the 1983 data are as reported in 1984.

The row labeled "Change" shows the respective percentage changes in compensation, earnings, and assets.

Footnotes that are relevant to the compensation figures reported for each executive appear in the row labeled "Notes". Footnotes which refer to 1984 data are capitalized and footnotes referring to 1983 data are lower case.

The titles shown for the executives are those for which they received compensation, excluding directorships. Title abbreviations are listed below.

No 1983 data are shown for an executive, if he was not one of the two highest paid in his company in 1983.

Title abbreviations

CAO	Chief Accounting Officer
CEO	Chief Executive Officer
CEx	Chairman of the Executive Committee
Ch	Chairman of the Board
CM	Chairman of the Management Committee
COO	Chief Operating Officer
DCh	Deputy Chairman of the Board
EVP	Executive Vice President
HC	Holding Company
Pr	President
Sec	Secretary
SEVP	Senior Executive Vice President
SrCh	Senior Vice Chairman of the Board
Tr	Treasurer
VC	Vice Chairman
VP	Vice President

NOTES: Footnotes pertaining to 1984 remuneration are capitalized, and footnotes pertaining to 1983 remuneration are shown in lower case. These footnotes are listed below.

G,g	Includes latest salary during the year, at an annual rate, for an officer hired or promoted during the year.
H,h	Also received a bonus in stock.
N,n	Also credited with contingent deferred compensation.
P,p	Includes salary at an annual rate for an officer who left the firm, retired, or died during the year.
R,r	Also granted stock options.
S	Exercised stock appreciation rights.
T,t	Stock options exercised during the year.
u	Includes amounts earned on deferred compensation attributable to prior years' performance, as reported in the corporation's proxy.
V,v	Includes cash value of award in stock.
x	1983 data revised by the corporation. 1983 rank is based on the revised data.
y	Also received dividends on restricted stock shares, which are not included.
#	Earnings are for Union Bank.

Executive Compensation at Nonbank Financial Institutions

A Selected Sample

(Listed in Order of 1984 Compensation to the Top Two Executives of the Company)

Institution	Names of Executives, Ages, and Titles	Remuneration For 1984	Remuneration For 1983
Phibro-Salomon Inc. New York	Thomas D. O'Malley, 43, VC	$2,514,000	----------
	John H. Gutfreund, 54, Co-Ch & Co-CEO	$2,338,608	$2,080,000
		$4,852,608	**$4,160,000**
Financial Corp. of America Los Angeles	Charles W. Knapp, 50, Ch & CEO of HC [until 8/28/84] (a,p)	2,190,211	1,193,033
	J. Foster Fluetsch, 49, Ch & EVP of HC and Pr of American S&L Assn., Stockton [until 9/4/84] (b,p,r,t)	1,014,901	576,936
		3,205,112	**1,769,969**
First Boston Inc. New York	Peter T. Buchanan, 50, Pr & CEO of Co. and First Boston Corp.(c)	1,432,500	1,500,000
	Alvin V. Shoemaker, 46, Ch of Co. and Corp. (c)	1,432,500	1,500,000
		2,865,000	**3,000,000**
Sears, Roebuck & Co. Chicago	Edward R. Telling, 65, Ch & CEO of Co. (t)	1,481,250	1,425,000
	Edward A. Brennan, 51, Pr & COO of Co.	1,002,450	----------
		2,483,700	**2,435,000**
American Express Co. New York	James D. Robinson, III, 49, Ch & CEO of Co.	1,224,039	902,115
	Sanford I. Weill, 52, Pr of Co.	1,053,846	----------
		2,227,885	**2,163,654**
E.F. Hutton Group Inc. New York	Robert Fomon, 60, Ch of Co. and E.F. Hutton & Co., Inc.	975,000	1,500,000
	W. James Lopp II, 46, EVP of Co. and E.F. Hutton & Co., Inc.	700,000	1,062,461
		1,675,000	**2,562,461**
Household International, Inc. Prospect Heights, Ill.	Donald C. Clark, 53, Ch, Pr & CEO (r,t)	980,000	871,056
	Joseph W. James, 58, EVP (r)	555,000	490,803
		1,535,000	**1,361,859**
Capital Holding Corp. Louisville, Ky.	Thomas C. Simmons, 56, Ch & CEO	763,228	-------
	Robert T. Rakich, 47, Pr (m)	606,208	-------
		1,369,436	----------
Travelers Corp. Hartford, Conn.	Edward H. Budd, 51, Ch & CEO (r,t)	680,000	-------
	Alva O. Way, 59, Pr & Ch (r,t)	609,773	-------
		1,289,773	----------
Paine Webber Inc. (f) New York	Donald B. Marron, 50, Pr & CEO of Paine Webber (r)	800,000	2,102,788
	Donald E. Nickelson, 52, Pr of Paine Webber Cons. Mkts; Pr & CEO of Paine Webber Jackson Curtis Inc. (r)	485,000	-------
		1,285,000	**3,285,230**
Merrill Lynch & Co. Inc. New York	Roger E. Birk, 54, Ch & CEO [until 7/84]	625,000	1,250,600
	William A. Schreyer, 57, Pr & CEO [since 7/84]	625,000	1,001,300
		1,250,000	**2,251,900**
H.F. Ahmanson & Co. Los Angeles	Richard H. Deihl, 56, Pr & CEO of HC; CEO of Home Savings of America (r,t)	631,389	501,389
	William H. Ahmanson, 59, Ch of HC (r,t)	569,580	550,585
		1,200,969	**1,051,974**
Great Western Financial Corp. Beverly Hills, Calif.	James F. Montgomery, 50, Ch,Pr & CEO of HC and Great Western Savings (r)	768,107	561,567
	Anthony C. LaScala, 60, EVP of HC (r)	333,857	------
		1,101,964	**819,320**
Beneficial Corp. Wilmington, Del.	Finn M. W. Caspersen, 43, Ch & CEO	687,700	-------
	David J. Farris, 49, Pr & CEO Beneficial Mgmt Corp.	407,950	-------
		1,095,650	----------
Equitable Life Assurance Society New York	John B. Carter, Pr & CEO of Co.	550,000	-------
	Robert F. Froehlke, Ch of Co.	450,000	-------
		1,000,000	----------
CalFed Inc. Los Angeles	Ronald R. Dockson, 67, Ch & CEO of HC and Ch of Calif. Fed. S&L (r)	499,294	772,906
	George P. Rutland, 52, Pr & COO of HC and CEO of S&L (r)	349,391	438,747
		848,685	**1,211,653**
Golden West Financial Corp. Oakland, Calif.	Herbert M. Sandler, 53, Ch & CEO of HC and World S&L Assn.	373,633	298,119
	Marion O. Sandler, 54, Pr & CEO of HC and S&L (r)	373,633	298,119
		747,266	**596,238**
Imperial Corp. of America San Diego, Calif.	Matthew J. Shevlin, 59, Ch & CEO of HC (n)	440,905	315,520
	John M. Robbins, EVP	230,000	-------
		670,905	**450,520**
Gibraltar Financial Corp. of Calif. Beverly Hills	Herbert J. Young, 53, Ch of HC and Gibraltar Savings FS&LA	407,775	275,600
	John R. Williamson, 60, FVP, Sec & Tr of HC; EVP of S&L	154,941	111,580
		562,716	**387,180**

Footnotes refer to 1984 remuneration data. (a) — Includes $2 million severance payment. Company has instituted legal proceedings to recover the amount. (b) — Includes $647,500 severance payment and company car ($27,797) received upon termination. (c) —Excludes cash dividends from deferred and/or restricted shares of common stock from the company's "managing director equity incentive plan." Last year, Mr. Buchanan received $195,475 and Mr. Shoemaker received $80,211 in cash dividends under the plan. No stock was awarded to Mr. Buchanan or to Mr. Shoemaker under the plan in 1984. (f) —Remuneration data are for the fiscal year ending 8/30/84. (m) — Includes $35,581 in moving expenses. (r) — Also granted stock options. (n) — Includes $20,000 forgiveness of debt, $83,431, living allowance, $5,128 split life insurance premium, and $7,346 real estate tax reimbursement. (t) — Exercised stock options. Not included in remuneration total. **Title Abbreviations:** CEO — Chief Executive Officer; CEx — Chairman of Executive Committee; Ch — Chairman of the Board; Co-CEO — Co-Chief Executive Officer; Co-Ch — Co-Chairman of the Board; COO — Chief Operating Officer; EVP — Executive Vice President; FVP — Financial Vice President; HC — holding company; Pr — President; Sec. — Secretary; Tr — Treasurer

BACK PAGE

1984: A Pretty Good Year for Banks, A Very Good Year for Executive Elite

Remuneration Up 9.6% for 50 Top Holding Companies' No. 1 and No. 2 Men

By KENNETH J. HICKS

NEW YORK — Executive remuneration for the two highest-paid officers at each of the top 50 bank holding companies increased an average of 9.6% in 1984, up substantially from the 6% growth in 1983.

J.P. Morgan & Co. Inc., New York, replaced Citicorp in the No. 1 spot on the remuneration list, as Morgan's two highest-paid officers placed first and ninth among the nation's bankers.

But despite pay increases exceeding those at nonbank financial service companies, the banking companies' top executives still trail their nonbank counterparts.

These are some of the findings of the *American Banker's* annual survey of remuneration of the two highest-paid officers at each of the top 50 bank holding companies.

The *American Banker* defines remuneration as total compensation — whether current or deferred — paid or credited for services during 1984 to the two highest-paid officers of the company.

The *American Banker* does not include pension plan payments, stock options exercised, stock appreciation rights, or long-term bonus payments that are based on the company's performance for a period of more than one year.

Buoyed by generally improved income growth — with several holding companies rebounding from poor 1983 performances — executive remuneration was up substantially compared with 1983, when the *American Banker* recorded the lowest growth since it began tabulating these compensation figures in 1973.

Only 12 of the officers in today's survey had declines in remuneration in 1984, compared with 21 in 1983. Nineteen had less than a 10% gain in total compensation vs. 26 in 1983.

Greater Emphasis on Bonuses

The bulk of the increases in remuneration can be attributed to a "greater emphasis on bonuses," according to Pete Smith, a consultant with the San Francisco office of the Wyatt Co. He noted that the "leveraged bonus plans are driving up" bank officers' compensation.

Mr. Smith called the 4.5% increase in base salaries of the 10 highest-paid bankers "conservative," and said he believed the more than 21% increase in bonuses and incentives is in line with the basic trend of rewarding top executives for solid corporate performance.

Remuneration for the two top-paid executives at banking companies was significantly higher than for executives in general industry. According to a study done by Executive Compensation Service, a subsidiary of the Wyatt Co., salaries and bonuses for general industry executives were up 6.9% in 1984.

Mr. Smith noted that the Executive Compensation Service survey includes the compensation for anywhere from 5 to 15 executives. "CEOs may be higher — perhaps closer to 7% or even 8%," he said, but bankers' increases are still significantly ahead.

Mr. Smith said bankers are receiving higher rates of increases in remuneration "because of heavy competition" in the financial sector. Banking companies are trying to bring their chief officers salaries to a more comparable level with other financial service companies.

However, when compared with the remuneration of the top two executives from a sample listing of nonbank financial institutions, bankers still tend to trail financial service companies' executives, but they exceed savings and loan officers.

Thomas D. O'Malley and John H. Gutfreund, the vice chairman and co-chairman, respectively, of Phibro-Salomon Inc., New York, had combined remuneration of $4,852,608, an increase of 16.6% from 1983 and more than double the combined salaries of J.P. Morgan's two highest paid executives.

In fact, while banking officers have only recently broken the $1 million compensation figure, four of the sample financial service companies paid their two top executives more than $2 million combined.

Thrifts Are Still Trailing

Thrifts, on the other hand, continued to trail their commercial banking counterparts despite some sizable increases in compensation.

For instance, Gibraltar Financial Corp., Beverly Hills, Calif. — whose $6.4 billion-asset subsidiary Gibraltar Savings FS&LA is similar in size to the Wachovia Bank & Trust Co. (chief subsidiary of Wachovia Corp., Winston-Salem, N.C.) — had combined remuneration for its two highest-paid executives of $562,716, a 45.3% increase from $387,180 in 1983. Wachovia's highest paid executives, however, had combined compensation of $783,030.

J.P. Morgan moved into the No. 1 spot with a 14.3% increase in compensation for its top two executives, Lewis T. Preston and Robert V. Lindsay, to $1,569,576. Mr. Preston's remuneration totaled $1,018,125 and Mr. Lindsay's was $775,750, increases of 13.7%

➡ Remuneration: Page 10

The Cummings Quality Bank Signage Story: No. 2 in a Series

We Put Goldome's Name In Lights On Broadway

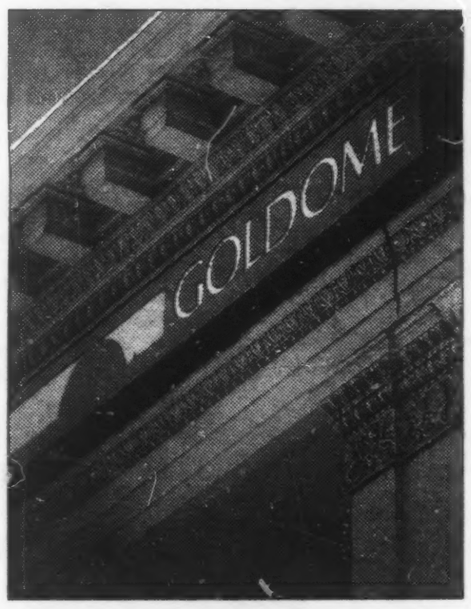
Major Acquisitions Brought Goldome To The Big Apple

Buffalo Savings Bank faced an enormous identification problem. Like many other financial institutions, the bank needed to escape the limitations imposed by the single city in its name.

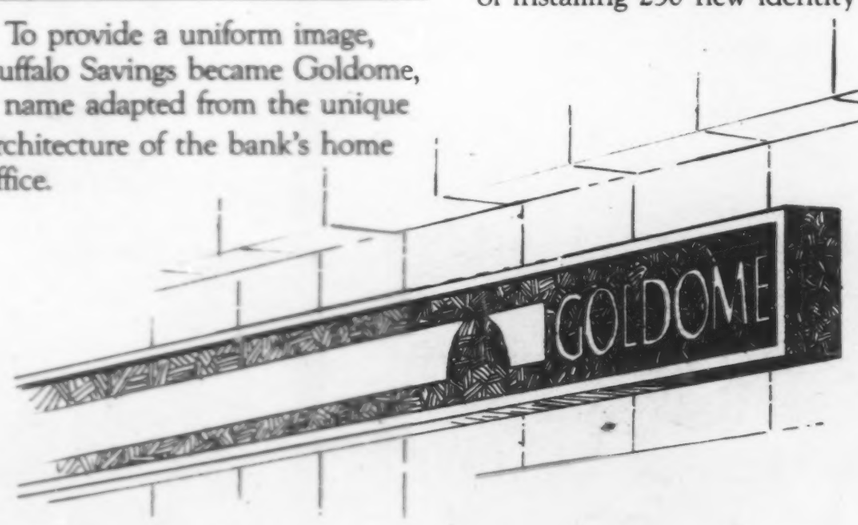
The problem was brought about by the bank's acquisition of Union Dime Savings Bank and the New York Bank for Savings, both in New York City, and the Western New York Savings Bank and Genessee Savings Bank in upstate New York. Recently the bank also acquired branches in Florida.

A New Name And A New Image

To provide a uniform image, Buffalo Savings became Goldome, a name adapted from the unique architecture of the bank's home office.



Along with the name change, the bank faced a formidable challenge of installing 250 new identity



signs in more than 100 locations across New York and Florida.

The name change involved practically every style of sign available: standard illuminated identification signs, cast bronze plaques, individual wall letters, specially designed signs to meet landlord requirements and directional signs.

From Planning To Installation, Cummings Was There

Cummings' project management team worked with Goldome from early program design to completion. From material selection, permits and landlord approval to final site review, Cummings was there.

If your bank is faced with an identification program as big as Goldome's, or if you're expanding into new territories, turn to the company with nearly 40 years' experience.

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American Banker

The Daily Financial Services Newspaper

VOL. CL NO. 108 | Tuesday, June 4, 1985 | 150th Year

Back Room Magic

BACK ROOM OPERATIONS: A lot of technology magic goes on behind the scenes to keep a bank humming. Today's special section features profiles of people who are the institutional wizards providing the support necessary to make things happen. One of them is Deborah Talbot of Chase Manhattan. The section starts on page... ..... **13**

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NUMBER PLEASE: Security Pacific Corp. is the only bank selling telecommunications services..... **1**

JOINT VENTURE: Chemical Bank and Bank of America have teamed with American Telephone & Telegraph Co. and Time Inc. to form a videotex joint venture... ..... **1**

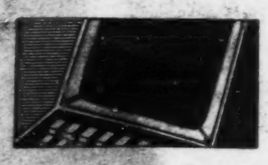
7 FRIDAY FAILURES: The Bank of Oregon, Woodburn, one of seven banks to fail Friday, reopened as a subsidiary of Alaska Pacific Bancorp Inc., Anchorage... ..... **2**

INTERNATIONAL BRIEFING: Mexico is preparing for the day when it can return to normal capital market borrowing..... **2**

REVISE: The Federal Deposit Insurance Corp. has revised a proposal that would force banks to conduct insurance and real estate activities in separate subsidiaries..... **3**

VISA'S NEW VISTA: Visa USA's board of directors has approved a new debit card product..... **3**

NEWS ABOUT TECHNOLOGY: Interactive Data Corp. is opening its financial data bases to individual investors .... An Indianapolis investment company has programmed its in-house computer to tell callers how President Reagan's tax proposals will affect them .... Trans World Airlines has given CompuServe Information Service subscribers access to its reservation system..... **7,8**



NEWS ABOUT THRIFTS: One Chicago thrift is managing another thrift that faces losses tied to the collapse of a government securities firm... **29**

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Random Thoughts

By SANFORD ROSE

Opponents of protectionism must constantly refocus on an ineluctable fact — a tax on imports is also a tax on exports. The reason: To the extent that trade flows have any effect on the value of the dollar, a decline in, say, Japanese sales in the U.S. market, caused by protectionist pressures, raises the dollar exchange rate.

That is, other things being equal, a drop in Japanese exports to the U.S. decreases the demand for yen relative to its supply and causes the floating yen to decline in value. This raises the prices of U.S. goods, denominated in yen, relative to what they would have been.

In consequence, U.S. exporters to Japan find it more difficult to sell price-sensitive goods. While it is true that import restrictions help some domestic producers — those whose goods compete with Japanese imports — they simultaneously hurt other producers — those that are current or potential exporters to Japan.

□ □ □

Economist Mike Hamburger is among those who dispute the notion

➳ **Random Thoughts: Page 4**

Security Pacific Seizes Opportunity In Banking Communication Services

By MICHAEL WEINSTEIN

Second of Two Parts

NEW YORK — Security Pacific Corp. thinks it has found opportunity amid chaos.

Last October, the Los Angeles-based holding company formed a new subsidiary, Security Pacific Data Transmission Corp., to sell a range of telecommunications-related services to other banks.

"Most banks have not thought of telecommunications as another product," observed DuWayne J. Peterson Jr., executive vice president at Security Pacific Corp., who masterminded the data transmission subsidiary.

The world of telecommunications tends to baffle and scare outsiders, and bankers are no exception.

But effective use of telecommunications technology is critical in managing an increasingly valuable commodity — information.

And this is a time of confusion in the telecommunications industry, even for those who are familiar with it.

The divestiture of American Telephone & Telegraph Co. created widespread uncertainty — and was a major reason that Security Pacific decided to get into the telecommunications business, Mr. Peterson said.

The divestiture, which took effect Jan. 1, 1984, separated AT&T's long-distance business from the operating companies that provide local phone

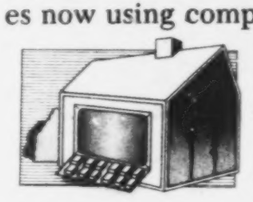
➳ **Security Pacific: Page 10**

Video Banking Grows Rapidly Since January

American Banker Estimates There Are Now 58,000 Users

By DAVID O. TYSON

NEW YORK — *American Banker* estimates video banking has grown by nearly a third since January with about 58,000 consumers and small businesses now using computers and terminals to bank from homes, offices, and other locations.



Home Banking

The latest survey shows 25 banks, thrift institutions, and credit unions in North America are in full commercial operation with 28 video banking services, three of them with two such

➳ **Video Banking: Page 31**

Chemical, BankAmerica Join in Videotex Venture

DALLAS — Chemical Bank and Bank of America, which together account for about three-quarters of all home banking customers in the nation, have teamed with American Telephone & Telegraph Co. and Time Inc. to form a videotex joint venture.

Charles S. Forbes, vice president for marketing and sales of Pronto Link Corp., the Chemical affiliate that runs its video banking, declined to disclose the proportion of interest each parent will have in the new venture. "That's proprietary infor-

➳ **Venture: Page 38**

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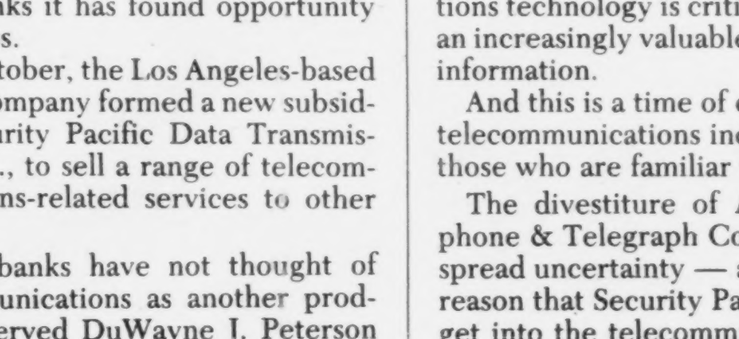

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Madison Financial Corporation

Video Banking, Growing Like Topsy, Attracts One-Third More Customers

Continued from Page 1

programs for different customer groups.

Another 23 depository institutions are running pilot tests. And 13 others have stated an intention to get into video banking.

At the last survey in January, the users were estimated at 44,000 in 22 fully operating systems and 15 pilots. Another 15 institutions at the time intended to enter video banking (*American Banker,* Jan. 21, 1985, page 1).

The current estimate is less reliable because much of the growth this year has come in institutions, chiefly in New York, which decline to disclose how many on-line customers they have. As estimate is added to educated guess, the margin of error increases.

Who's Who in Video Banking, Page 32

Chemical Bank remains the apparent leader with 17,000 households and about 23,000 individuals in its Pronto Personal service and about 4,000 small businesses in its Pronto Business Banker service.

And Bank of America remains second with about 18,000 in its HomeBanking. After that, the standings are undetermined.

Video banking in 1985 is marked by the introduction of variations for small businesses, which are considered a ripe group of prospects. For them, the original home banking service is redesigned slightly to offer such features as access to revolving credit, credit payments, and business information services. The small business service does not include bill paying, however, since businesses make a wider range of payments than consumers and more information, such as an invoice number, must accompany each payment.

To get around that problem, personal financial management software programs now are being linked to video banking services. Examples are Dollars & Sense by Monogram and Quicken by Intuit. The user writes his own checks automatically, keeps track of them in his own microcomputer system, and integrates his records with the bank's when he is on line.

Three Dropouts, Two Newcomers

Three banks have dropped home banking programs this year.

In Florida, Dadeland Bank in Miami was in full operation in Viewtron with less than two dozen customers when it discontinued the service about May 1.

In California, Crocker National Bank was running a pilot test of Pronto but announced last week it was abandoning all plans for home banking because of commitments elsewhere in electronic funds transfer. It said its users were pleased with Pronto.

Also in California, First Interstate Bank at the end of May closed down the pilot test it had been running in the San Fernando Valley for some five years. The bank was applauded as a pioneer when it launched the test, but it said the technology by now had become outmoded.

"It was built as a pilot program that could not be expanded," said Tom Britt, one of the project managers, in a telephone interview.

"It was literally set up for 250 users. We have not found the demand. And five years is a long time for a pilot. We got a lot of glory out of it, but unfortunately the shareholders didn't."

First Interstate has not given up all plans for video banking, however, and remains in the table which accompanies this article. "We are still evaluating the whole marketplace and technology," Mr. Britt said.

Two banks are new to the *American Banker* list. One is First National Bank of Atlanta which is ready and waiting to participate in the Transtext project in suburban Rosewell as soon as the project managers launch it.

The basic thrust of the Transtext effort is energy management in more than 200 test homes. It is based on a microcomputer which is connected to lines for telephone, cable, and power. Video banking is one of the information services.

The other newcomer is Continental Bank of Canada, Toronto. Through its 55 branches across Canada, it is offering on-line banking as part of its Executive Banking, a service similar to private banking in the U.S.

As of last week, 146 Continental customers were using it to check balances, review account activity for the past 45 days, make account transfers, and find out term deposit rates and foreign exchange rates. There is no bill paying.

A Credit Union Consortium

Two more credit unions have gone live with the system developed by NCR Universal Credit Union in Dayton, Ohio. The ORNL Credit Union, which serves the Oak Ridge National Laboratories in Tennessee, is in full commercial operation. And the Northwest Orient Airlines Credit Union, Minneapolis, has started a pilot test.

A fourth credit union in the consortium — IBM Pacific Credit Union, San Jose, Calif. — plans to introduce the service Aug. 1. All four services are accessed over the CompuServe network.

The first transactions at Oak Ridge were done April 30, and more than 40 customers now use that service.

The credit union has five offices — two in Knoxville, the main office in Oak Ridge, and one each in North City and Kingston. CompuServe has no local node in these last two so the credit union has not been marketing the service there. But Larry Jones, marketing manager, says a steady stream of people are coming in for demonstrations in the other two offices which account for 80% of the membership.

He says the first prospects were experienced computer users, the typical early adapters. "People coming in now are a mixed group of curiosity seekers and people not oriented to computers but fascinated by the service," he said. "And computer stores say the number people buying modems is up as a result of this. We are hoping to have 100 users by the end of the year." ■

Marketing

Bank Makes Ripple with Low Rates

By MARYN McKENNA

CHICAGO — A small, independent suburban bank has broken away from the pack by offering credit card interest rates 3% to 6% below market levels.

The First National Bank of Lincolnshire, Ill., the first suburban bank in the Chicago area to have a credit card program, offers Visa Success and Idea cards at interest rates of 15% to 18%. First National says that the next lowest rate in the Chicago area is 19%. The maximum rate in Illinois is 21.6%.

In addition to the low rates, First National charges no annual fee on the Idea card and a $20 fee on the premium Success card, which has a minimum credit line of $5,000.

First National president Saul Binder said the bank will fund the card program through its regular deposit base. In first-quarter 1985, First National had $52.2 million in deposits.

The program makes First National one of three Visa direct processors in Chicago. The other two, The First National Bank of Chicago and Harris Trust and Savings Bank, have deposits in excess of $29 billion and $5 billion respectively.

"We started this as a defensive measure — our correspondent banks were killing us on rates," Mr. Binder said. "Now it's a successful profit center. We've doubled our merchant and deposit business."

First National has issued more than 1,100 cards since last November and projects authorizing another 5,000 by the end of 1985.

Nevertheless, the bank doesn't expect to have much impact on the credit card market in Chicago. "We're a very small fish," Mr. Binder said. "Chicago rates won't fall until market conditions bring them down." ■

Publisher Is New Chief At Freedom National Bank

NEW YORK — Edward Lewis, publisher of Essence Magazine and chief executive of Essence Communications Inc., has been elected chairman of the board of the $100 million-asset Freedom National Bank of New York.

He has served as a director of the bank since 1977, the last three years as vice chairman.

Mr. Lewis succeeds Dr. Wyatt Tee Walker, senior minister of Canaan Baptist Church, who didn't stand for reelection as board chairman because of his expanding responsibilities at the church.

The bank's newly elected vice chairman is James H. Dowdy, president and chief executive officer of Commonwealth Holding Co., an economic development corporation involved with real estate management and manufacturing.

Sharnia 'Tab" Buford continues as president of Freedom.

Prior to launching Essence Magazine in 1970, Mr. Lewis held positions with Citibank of New York and in the office of the city manager of New Mexico City, N.M. ■

Ohio Firm's Software Helps Students Plan College Education

Special to the American Banker

AKRON, Ohio — The AmeriTrust Co. of Cleveland has designed and sent to 80 Ohio school systems a computer software package that helps high school students to plan and budget for their college education.

By typing information on their family finances into a computer at school, students find out how much state and federal financial aid they can expect to receive.

Other companies offer similar programs, but the AmeriTrust program is the first one tailored to Ohio financial aid, said David Brandt, an officer in the bank's student loan department.

The program operates on IBM PCs or Apple Computers. The promotional benefit to AmeriTrust is that the computer screen shows the bank's name and instructs students to write to AmeriTrust if they want a kit containing more information, Mr. Brandt said.

He said AmeriTrust made $20 million in student loans last year, the most of any Ohio bank.

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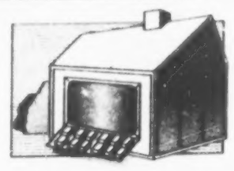
Who's Who in Video Banking Nationwide



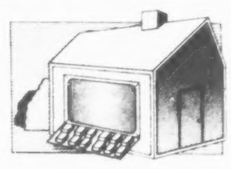
ACI: Applied Communications Inc.'s Base24. **AP:** Associated Press. **CHI:** Chillicothe Telephone Co. system. **CIS:** CompuServe. **DA:** Data One Inc., Knoxville. **DJ:** Dow Jones News/Retrieval. **HAR:** Harbinger Home Computer Services Inc., Atlanta. **HBI:** Home Banking Interchange. **INF:** Informart. **KFX:** Keyfax. **K-R:** Knight Ridder Newspapers' Viewdata Corp. of America Inc. **NCR:** NCR Universal Credit Union's Companion At-Home. **NOA:** National Oceanic & Atmospheric Administration. **Own:** Proprietary. **PRE:** Precision Software Inc.'s HomeBranch. **PRO:** Pronto. **SHU:** Shuttle Corp.'s Scratch Pad. **SO:** The Source. **T-M:** Times Mirror Videotex Services. **TXT:** Transtext. **VBK:** VistaBanc (Toledo Trust Co.) **VFS:** VideoFinancial Services of America.

■—Operational.□—Pilot.○—Planned. X—No plans to implement. •—New entry in table. +—Revised entry.

Table revised 5/31/85.

	Institution	Status	System	Bill Paying	Statement On-Line	Brokerage	No. of User IDs	Additional Service Provider
ARIZONA	Western Savings & Loan Assn., Phoenix	□	HBI	□	□	○	100	T-M, INF
ARKANSAS	Worthen Bank & Trust Co., Little Rock	□	PRO	□	□	○	87	PRO
CALIFORNIA	Bank of America NT&SA, San Francisco	■	Own	■	■	○	18,000	T-M
	+ First Interstate Bank of Calif., Los Angeles	○	Own	○	○	X	–	–
	IBM Pacific Credit Union, San Jose	○	NCR	○	○	○	–	CIS
	+ Security Pacific National Bank, Los Angeles	■	VFS	■	■	○	100	T-M
CONNECTICUT	Colonial Bank, Waterbury	□	HBI	□	□	X	70	T-M, INF
	Union Trust Co.(Pronto Personal), New Haven	■	PRO	■	■	○	475	PRO
	• Union Trust Co.(Pronto Business Banker)	○	PRO	○	○	X	–	PRO
DISTRICT of COLUMBIA	American Security Bank	○	PRO	○	○	○	–	PRO
	+ Madison National Bank	■	Own	■	■	■	750	O
FLORIDA	Bank of Coral Gables	■	VFS	■	■	○	12	K-R
	Barnett Bank, Jacksonville	□	HBI	□	□	X	100	T-M, INF
	Chase Federal Savings & Loan, Miami	○	VFS	○	○	○	–	K-R
	City National Bank, Miami	○	VFS	○	○	○	–	K-R
	Coconut Grove Bank, Miami	○	VFS	○	○	○	–	K-R
	Continental National Bank, Miami	■	Own	■	■	○	310	X
	County Natl. Bank of South Fla., North Miami Beach	□	VFS	□	□	○	37	K-R
	Dade Savings & Loan Assn., Miami	○	VFS	○	○	○	–	K-R
	Flagler National Bank, West Palm Beach	□	VFS	□	□	○	6	K-R
	Florida National Bank(Pronto Personal), Jacksonville	□	PRO	□	□	○	20	PRO
	• Fiorida National Bank(Pronto Business Banker)	□	PRO	X	□	X	N.A.	PRO
	+ The Mall Bank, West Palm Beach	■	VFS	■	■	○	50	K-R
	Southeast Bank NA, Miami	■	VFS	■	■	○	N.A.	K-R
GEORGIA	• First National Bank of Atlanta	○	TXT	○	○	X	–	○
	Fulton Federal Savings & Loan Assn., Atlanta	■	HAR	■	■	X	72	X
ILLINOIS	Continental Illinois NB&T Co., Chicago	□	HBI	□	□	X	75	T-M, INF
	First National Bank of Chicago	○	KFX	○	○	○	–	KFX,VFS
LOUISIANA	+ Louisiana National Bank, Baton Rouge	■	SHU	■	■	○	335	AP,NOA
MASSACHUSETTS	Shawmut Corp., Boston	■	Own	■	■	X	N.A.	X
MICHIGAN	First of America Bank Corp., Kalamazoo	□	HBI	□	□	X	120	T-M, INF
	+ Manufacturers National Bank, Detroit	□	PRO	□	□	○	250	PRO
	+ National Bank of Detroit	□	Own	□	□	○	120	○
MINNESOTA	+ Northwest Orient Airlines Credit Union, Minneapolis	□	NCR	□	□	○	3	CIS
NEW YORK	Chase Manhattan Bank NA, New York	■	Own	■	■	■	N.A.	X
	Chemical Bank(Pronto Personal), New York	■	PRO	■	■	○	23,000	PRO
	• Chemical Bank(Pronto Business Banker)	■	PRO	X	■	X	4,000	PRO
	Citibank(Direct Access), New York	■	Own	■	■	○	N.A.	DJ
	Citibank(Focus), New York	■	Own	■	■	■	N.A.	X
	Empire of America Bank, Buffalo	□	Own	□	○	X	106	○
	Manufacturers Hanover Trust Co., New York	■	ACI	■	■	X	N.A.	X
	Marine Midland Bank NA, New York	□	HBI	□	□	X	100	T-M, INF
	United States Trust Co., New York	■	Own	X	■	■	146	X
NORTH CAROLINA	First Union National Bank, Charlotte	□	HBI	□	□	X	40	T-M, INF
	NCNB National Bank, Charlotte	○	VFS/CIS	○	○	○	–	CIS
	Wachovia Bank & Trust Co., Winston-Salem	○	VFS	○	○	○	–	K-R
OHIO	BancOhio National Bank, Columbus	□	HBI	□	□	X	50	T-M, INF
	Huntington National Bank, Columbus(BancShare)	■	CIS	■	■	X	N.A.	CIS
	Huntington National Bank, Columbus(ExpressWire)	■	Own	--	--	X	N.A.	X
	National City Bank, Cleveland	□	HBI	□	□	X	45	T-M, INF
	NCR Universal Credit Union, Dayton	■	NCR	■	■	○	200	CIS
	Society National Bank, Cleveland	□	HBI	□	□	X	45	T-M, INF
	Third National Bank, Dayton	□	HBI	□	□	X	50	T-M, INF
	Toledo Trust Co.	■	VBK	■	■	○	372	○
	+ Trustcorp Inc., Columbus	■	VBK	■	■	○	16	○
PENNSYLVANIA	Penn Security Bank & Trust Co., Scranton	■	Own	■	■	X	215	O
SOUTH CAROLINA	Bankers Trust Co. of S.Carolina, Columbia	□	PRO	□	□	○	200	PRO
TENNESSEE	United American Bank, Memphis	■	DA	■	■	X	95	X
	+ ONRL Credit Union, Oak Ridge	■	NCR	■	■	○	40	CIS
TEXAS	Mercantile National Bank, Dallas	○	Own	○	○	○	–	○

Who's Who in Video Banking Nationwide



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WASHINGTON	Peoples National Bank, Seattle	□	HBI	□	□	X	59	TM, INF
WISCONSIN	First Wisconsin National Bank, Milwaukee	□	HBI	□	□	X	150	TM, INF
CANADA	Bank of Montreal(Grassroots)	■	INF	○	■	X	150	INF
	Bank of Montreal(HBI)	□	HBI	□	□	X	170	T-M. INF
	• Continental Bank of Canada, Toronto	■	Own	X	■	■	X	134

Judge Gives Jake Butcher Maximum of 20 Years

KNOXVILLE, Tenn. (UPI) — Jake Butcher, a high-rolling financier whose $790 million banking empire collapsed under the weight of bad loans, was sentenced Monday by a federal judge to the maximum 20 years in prison for bank fraud.

U.S. District Court Judge William K. Thomas told Mr. Butcher, 49, that he had "betrayed the public trust" by stealing money deposited in his banks, and he ordered him to serve at least six years and eight months behind prison walls.

Mr. Butcher was ordered to report Sept. 3 to begin serving his sentence at an institution that will be selected by the U.S. Parole Commission.

In his plea bargaining with the government in April, he agreed to plead guilty to 20 of the 102 criminal counts against him in Knoxville, Memphis, and London, Ky.

Mr. Butcher pleaded guilty to using a series of fraudulent loans to siphon more than $17 million from his banks. He also pleaded guilty to fraud at United American banks in Knoxville, Memphis, Chattanooga, Lexington, Ky., and Somerset, Ky.

Judge Thomas sentenced Mr. Butcher on eight of the 20 charges to which he pleaded guilty. Mr. Butcher also faces three more sentencing hearings later.

Mr. Butcher, pausing frequently to wipe away tears with the back of his hand, pleaded for mercy in a rambling three-minute statement.

"I want to apologize for what I have done," Mr. Butcher said. "My little boy, who is 9 years old, thinks I am going to be gone for 20 years. I hope the Knoxville community will give me the chance to repay any wrongs I have done."

Because of huge loan losses, United American Bank-Knoxville was closed by regulators on Feb. 14, 1983, in the nation's third largest bank failure since the Great Depression. The bank's collapse triggered the failure of nine other Tennessee banks owned by Jake or his brother, C.H. Butcher Jr. in that year.

C.H. Butcher, 48, is the object of a federal grand jury investigation in Knoxville. ■

Midlantic Banks Elects Elmer L. Ward Director

EDISON, N.J. — Elmer L. Ward Jr. has been elected a director of the Midlantic Banks Inc., increasing its number of directors to 20.

Mr. Ward is chairman and chief executive officer of Palm Beach Inc., a Fortune 500 apparel manufacturer based in New York. ■

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